

LawyerClientConnect brings AI-powered Client Fee Finance, Interim Payments and AI Client Intake together in one financial infrastructure platform built for the legal profession. Q&A with Conrad Blanchard, CEO of LawyerClientConnect

What is LawyerClientConnect?

Demand isn't necessarily the problem in the UK legal sector. The difficulties often lie in turning an enquiry into a suitable instruction, helping a client fund the work and receiving payment quickly once fees have been billed.

Client funding and payment of billed fees are connected stages of the same matter, yet often handled separately, leaving clients unable to proceed and lawyers waiting to be paid.

We built LawyerClientConnect to connect those stages: an AI-powered financial infrastructure platform built for the legal profession, bringing together Client Fee Finance | Interim Payments | AI Client Intake, with lawyers paid within five days.

The platform is modular, so connecting with LawyerClientConnect, legal professionals can choose the services they need and use them alongside their existing systems and working arrangements.

Why do lawyers continue to wait for fees they've already billed?

Our AI-powered Interim Payments model gives law firms, barristers and legal practices an immediate and compliant way to access their fees within 24 hours of billing.

If you billed £10,000 on Monday, you could release up to £7,500 on Tuesday, on just about every case and any fee – rather than waiting weeks or months for the bill to be paid.

There is no assignment of the underlying debt, and we do not contact your client. Lawyers retain full control and rights over their client relationships and responsibility for collecting the fees.

A small transaction charge applies and the charge and repayment options are shown upfront, so you see the cost benefit of receiving funds sooner.

How many instructions do firms lose because clients can't pay?

A client needs advice and wants to instruct, but upfront or ongoing fees stand in the way.

Our Client Fee Finance enables eligible clients to spread the cost of legal services, with competitive APRs comparable to high-street lending and a choice of repayment terms, while their lawyer receives payment within five days, meaning the practice can get on with the legal work.

> *"With us, lawyers get paid in days, rather than wait months."*

In our first six months, we've been made aware of dozens of clients who have been able to start or continue matters because this option was available: clients can access legal help, work that might otherwise have been lost can proceed.

Making LawyerClientConnect finance available gives clients another option alongside the practice's existing payment arrangements.

Could AI handle new client enquiries?

Every matter starts with an enquiry. If it isn't captured properly or followed up promptly, a potential instruction can disappear.

LawyerClientConnect's AI Legal PA handles initial client enquiries, gathers relevant information and guides prospective clients through the services your practice offers. Where appropriate, it also introduces Client Fee Finance as an option to spread the cost of legal work.

Your team receives a structured, scored and qualified enquiry, ready to assess and follow up. The lawyer decides whether to accept the instruction and remains responsible for providing legal advice.

For us, our AI Legal PA has to earn its place by doing something useful. The AI Legal PA guides the conversation, gathers relevant details and helps your team assess the enquiry - eliminating the need for legacy-style website contact forms and delayed responses.

Why bring all three services together?

Our experience across thousands of cases and billions of pounds in legal fees has shown us how often the same difficulties arise at different stages of a legal matter.

Missed opportunities, clients unable to fund an instruction, or billed work remaining unpaid for months. Traditionally, these have been handled separately, even though each affects whether legal work can proceed and when the lawyer receives payment.

We built LawyerClientConnect to bring together the way clients find, fund and pay for legal advice and remove payment delay for lawyers.

In our first six months, over 850 legal fee earners were represented across organisations on the platform, and we expect that number to exceed 1,000 by the end of the year. Clients are now applying for Client Fee Finance daily, helping more legal matters proceed and generating new fee income for practices on our platform.

Our next step is the full rollout of Interim Payments, providing lawyers with a new option and greater choice over how and when they access their billed fees.

